



Harbor Freight Tools Jacksonville, TX

Actual Site Photo

1712 SOUTH JACKSON STREET, JACKSONVILLE, TX 75766

Purchase Price: \$995,000 @ 7.00% Cap Rate



Cell: (415) 531-1287
Email: dwillis@willisventures.com
San Francisco, CA 94111
CA DRE Broker License #00524638

DZ Net Lease Realty, LLC (TX Broker of Record)

Disclaimer and Confidentiality Statement

The information contained in this property statement has been obtained from sources considered to be reliable. Willis Ventures Investment Real Estate makes no guarantee or representation about the accuracy or completeness of this information.

It is the responsibility of a prospective investor to independently confirm the accuracy and completeness of all material in the property statement before proceeding with the purchase of the property. A prospective investor should complete a thorough due diligence investigation of the property. Willis Ventures Investment Real Estate denies any obligation to conduct a due diligence examination of this property for an investor.

Any projections, assumptions or estimates used in this property information statement are for example only and do not necessarily represent the current or future performance of this property. The value of a net leased retail property depends on many factors that should be evaluated carefully by the prospective investor along with their legal, financial and tax advisors.

The information contained in the property statement is proprietary and confidential and to be reviewed by a prospective investor and their advisors only.

INVESTMENT OVERVIEW

Property Summary

PROPERTY NAME:	Harbor Freight Tools
ADDRESS:	1712 South Jackson St., Jacksonville, TX 75766
PURCHASE PRICE:	\$995,000 @ 7.00% Cap Rate / NOI: \$69,650
BASE LEASE TERM:	10 Years / 6.5 Years Remaining
TERM END DATE:	7/13/2031
OPTIONS:	Five 5-Year Renewal Options
TENANT:	Corporate
TENANT D/B/A:	Harbor Freight Tools, a Delaware Corporation
LEASE TYPE:	Modified Gross
LANDLORD RESPONSIBILITIES:	Roof, Structure, Common Areas
RENT INCREASE:	10% every 5 Years during primary lease term and in each of the five 5- year renewal options

Property Specifications

BUILDING SIZE:	20,732 SF +/-
LAND AREA:	1.924 Acres +/-
TRAFFIC COUNTS:	Est. 21,863 VPD
YEAR BUILT:	1980 / 2021 interior Refurbished
OWNERSHIP:	Fee Simple
PARCEL NUMBER / TAX ID NUMBER:	106521100



TENANT PROFILE



COMPANY HEADQUARTERS: Calabasas, California
COMPANY WEBSITE: www.harborfreight.com
COMPANY OWNERSHIP: Privately Owned
NUMBER OF LOCATIONS: 1,100
NUMBER OF EMPLOYEES: 20,000

Harbor Freight Tools is a privately held discount tool and equipment retailer, headquartered in Calabasas, California, which operates a chain of retail stores, as well as a mail-order and e-commerce business. The company employs over 20,000 people in the United States and has 1,100+ locations in 48 states.

The company expanded marketing, merchandising, and other support systems when it relocated to a 90,000-square-foot facility in September 2010. Harbor Freight has distribution space in Camarillo, California, Moreno Valley, California and Dillon, South Carolina. It closed a distribution facility in Oxnard, California, in early 2013.

On April 4, 2013, Harbor Freight Tools announced a \$75 million expansion project for the Dillon distribution center, which opened on November 22, 2015, adding 1 million square feet to the facility and 200 new jobs. On the companies charitable front, January 9, 2013, CEO Eric Smidt, through Harbor Freight Tools, donated \$1.4 million of tools and equipment to the Los Angeles Unified School District's (LAUSD) Career Technical Education. The donation was presented to LAUSD Board President Monica Garcia and Executive Director Michael Romero at the East Los Angeles Skills Center and Occupational Center in front of an assembly.

Later in the same year, Harbor Freight Tools expanded its Tools for Schools program by donating a \$100,000 gift of tools and equipment to South Carolina schools.

In February 2018, Cedars-Sinai announced a \$50 million gift from Eric and Susan Smidt and The Smidt Foundation to create the Smidt Heart Institute. So far, the gift is the largest donation in Cedars-Sinai's 116-year history.



REPRESENTATIVE PHOTO



HARBOR FREIGHT
QUALITY TOOLS LOWEST PRICES

amazon
hub

Actual Site Photo



Single Tenant Fee simple interest (land & building) in a 20,732+/- SF building leased to Harbor Freight Tools. ***(red outline above not to scale -refer to attached property site plan).**

The property is part of a neighborhood shopping center and is located near a Wal-Mart Supercenter on South Jackson Street, Jacksonville, TX. 10-years on the original base lease term (with 6.5 Years remaining in the primary lease term) which commenced in July 2021. The lease features a 10% rental increase every five years during the primary lease term and in each of the five 5-Year option periods. The property generates a long-term and steady NOI growth with hedges against inflation.

Harbor Freight Tools is a privately-held discount tool and equipment retailer, headquartered in Calabasas, CA. The company has been in operation since 1977 and currently has over 1100 stores in 48 states. Harbor Freight Tools has a Ba3 rating from Moody's and a BB-rating from Standard & Poors.

Harbor Freight Tools is considered to be the leading discount tool retailer in the United States with over 40 million customers and 21,000 employees. Harbor Freight Tools buys tools and equipment directly from manufacturers and sells those items under privately labeled in-house brands as a way to pass on savings to its customers.

INVESTMENT HIGHLIGHTS

CORPORATE GUARANTEED LEASE | OPTIONS TO EXTEND | SCHEDULED RENTAL INCREASES

- Harbor Freight Tools USA, Inc. - corporate guaranteed lease
- 10 years on original lease term with 5 (5-year) option periods to extend
- Lease features rental increases at the beginning of each option period
- Below market rent

MODIFIED GROSS LEASE STRUCTURE | FEE SIMPLE OWNERSHIP | LANDLORD RESPONSIBILITIES | NEW LEASE

- Tenant responsible for HVAC and Premises Interior
- Roof, structure, and common areas landlord responsibilities

SOLID RETAIL CORRIDOR W/ NATIONAL TENANTS

- Anchor Tenant to a Neighborhood Strip Center
- The subject property is located on South Jackson Street (21,863 VPD)
- Near a Wal-Mart Supercenter
- Strong Agricultural Area

SOLID LOCAL DEMOGRAPHICS IN THE TRADE AREA

- 30,705 residents and 10,415 employees support the 10-mile trade area
- Residents within 10-miles of the site boast a healthy average household income of \$64,014



**HARBOR FREIGHT TOOLS - JACKSONVILLE, TX
RENT ROLL - GROSS INCOME**

The lease structure is modified gross (landlord responsible for the roof, building structure, common area maintenance, real estate taxes, property & liability insurance) and provides for a 10% fixed rate rent ncrease paid every five years during the primary lease term and in each of the five 5-year renewal options. The primary lease term has approximately 6.5 years remaining.

Period	Annual Gross Base Rent	Monthly Gross Base Rent
Lease Years 1 - 5	\$100,050.00	\$8,337.50
Lease Years 6 -10 **	\$110,100.00	\$9,175.00
First Option Term	\$121,050.00	\$10,087.50
Second Option Term	\$133,200.00	\$11,100.00
Third Option Term	\$146,550.00	\$12,212.50
Fourth Option Term	\$161,100.00	\$13,425.00
Fifth Option Term	\$177,300.00	\$14,775.00

Additional Rent: As indicated in the Lease Abstract (Lease Summary), the tenant pays additional rent (over the base year operating expenses (with a 5% cap). The landlord operating expenses include CAM (common area maintenance), roof, building and parking area maintenance, real estate taxes, and property & liability insurance.

It is the responsibility of a prospective investor to independently confirm the accuracy and completeness of all data n the above property rent roll statement before proceeding with the purchase of the property.

PRO FORMA

Operating Statement

Financial Overview

Annual NOI: \$69,650** Lease Year 6 effective July 12, 2026

HARBOR FREIGHT ANALYSIS Jacksonville, TX Building Size: 20,732 SF Rent Escalates Yr 6: \$5.31 PSF											
	\$/SF	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5	YEAR 6	YEAR 7	YEAR 8	YEAR 9	YEAR 10
Annual Gross Rent p/Sq Ft.	\$4.83 Yrs 1-5 / \$5.31 Yrs 6-10	\$100,050	\$100,050	\$100,050	\$100,050	\$100,050	\$110,100	\$110,100	\$110,100	\$110,100	\$110,100
CAM	\$0.20	\$4,200	\$4,200	\$4,200	\$4,200	\$4,200	\$4,200	\$4,100	\$4,100	\$4,100	\$4,100
INSURANCE	\$0.37	\$7,685	\$7,685	\$7,685	\$7,685	\$7,685	\$7,685	\$7,685	\$7,685	\$7,685	\$7,685
PROPERTY TAXES											
Cherokee County	\$0.30	\$6,303	\$6,303	\$6,303	\$6,303	\$6,303	\$6,303	\$6,303	\$6,303	\$6,303	\$6,303
Jacksonville City	\$0.36	\$7,462	\$7,462	\$7,462	\$7,462	\$7,462	\$7,462	\$7,462	\$7,462	\$7,462	\$7,462
Jacksonville ISD	\$0.71	\$14,800	\$14,800	\$14,800	\$14,800	\$14,800	\$14,800	\$14,800	\$14,800	\$14,800	\$14,800
State Prop Taxes	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-
Total Property Taxes	\$1.38	\$28,565	\$28,565	\$28,565	\$28,565	\$28,565	\$28,565	\$28,565	\$28,565	\$28,565	\$28,565
Total Expenses	\$1.95	\$40,450	\$40,450	\$40,450	\$40,450	\$40,450	\$40,450	\$40,450	\$40,450	\$40,450	\$40,450
Net Operating Income (Actual)		\$59,600	\$59,660	\$59,660	\$59,660	\$59,660**	\$69,650**	\$69,650	\$69,650	\$69,650	\$69,650
Net Operating Income (PSF)		\$2.88	\$2.88	\$2.88	\$2.88	\$2.88	\$3.36	\$3.36	\$3.36	\$3.36	\$3.36

** Seller to credit Buyer in escrow the difference between the monthly NOI in lease year 5 and monthly NOI in lease year 6 up to the date of escrow closing.

It is the responsibility of a prospective investor to independently confirm the accuracy and completeness of all material in the property information statement and pro forma operating statement before proceeding with the purchase of the property.

LEASE ABSTRACT

(Lease Summary)

Financial Overview

Harbor Freight Tools

Tenant	Harbor Freight Tools
Address	1712 S Jackson St, Jacksonville, TX 75766
Lease Type	Modified Gross
Gross Leased Area (Premises)	20,732 SF +/-
Land Area	1.924 +/- Acres
Pro Rata Share	100.00% occupied by tenant
Landlord	Private Investor
Guarantor	Harbor Freight Tools USA, Inc. a Delaware Corporation
Lease Effective Date	5/4/21
Rent Commencement Date	7/13/21
Lease Term End Date Primary	7/31/31
Term Length	10 years (6.5 Years approximately remaining)

Early Termination Right	One time tenant termination right at 4.5 Years ending January 13, 2026
--------------------------------	--

Original Term Base Rent	Term	PER SF	MONTHLY	ANNUAL
	Years 1-5	\$4.83	\$8,337.50	\$100,050
	Years 6-10	\$5.31	\$9,175.00	\$110,100
Lease Renewal Options	5 - 5 year terms			
Renewal Options Rate	OPTION	PER SF	MONTHLY	ANNUAL
	First	\$5.84	\$10,087.50	\$121,050
	Second	\$6.42	\$11,100.00	\$133,200
	Third	\$7.07	\$12,212.50	\$146,550
	Fourth	\$7.77	\$13,425.00	\$161,100
	Fifth	\$8.55	\$14,775.00	\$177,300
Renewal Option Terms	Tenant to provide at lease 180 days notice of their intent to renew.			

Additional Rent	Tenant to pay increases over Base Year Operating Expenses of \$2.65 per square foot capped at 5%. Operating Expenses include CAM, Taxes and Insurance.
Landlord Repairs & Maintenance	Landlord responsible for roof, structure, mechanical, fire sprinklers, pest control, and all exterior common area maintenance.
Tenant Repairs & Maintenance	Tenant responsible for all maintenance of all non-structural interior portions of the building. Tenant responsible for HVAC maintenance, repair and replacement.
Real Estate Taxes	Landlord responsible for real estate taxes subject to Additional Rent Cap above. Tenant shall not be responsible for an increase in real estate taxes as a result of a transfer of ownership during the initial five (5) years of the primary term and thereafter any such increase shall be excluded from property tax reimbursements if a tax increase increase is incurred due to a transfer more than once every five (5) years.
Tenant Liability Insurance	Tenant and Landlord shall each obtain and keep in force a commercial general liability policy of bodily injury and property damage of not less than \$1,000,000 per occurrence and \$2,000,000 in the aggregate.
Property Insurance	
HVAC	Tenants responsibility for maintenance, repair and replacement.
Right of Assignment	Tenant may, without consent of Landlord, assign, transfer, license, or sublease. In the case of an assignment, Tenant shall remain liable for all obligations under the Lease for the remainder of the lease term.
Right of Recapture	Yes - After Tenant closes for business for more than 180 days.
Estoppel Certificate	To be executed and delivered to either party upon fifteen (15) days written notice.

Harbor Freight Tools, 1712 South Jackson Street, Jacksonville, TX 75766

Area Rental Rates

1800 S Jackson Street, Jacksonville, TX 75766
Cherokee Plaza
\$10.00 - \$15.00 rent p/sq.ft yearly

1311 S Jackson St, Jacksonville, TX, 75766
Retail Strip Center – Walmart Supercenter anchored
\$8.00 – 13.50 rent p/sq.ft. yearly

201 E Commerce St, Jacksonville, TX 75766
\$8.00 p/sq. ft yearly Retail Single Tenant - 4,581 sq.ft

1015 S Jackson St, Jacksonville, TX 75766
Retail Bank_3,187 sq. ft @ 10.00 p/sq.ft yearly

It is the responsibility of a prospective investor to independently confirm the accuracy and completeness of all material in the property information statement, Pro Forma operating summary and Area Rental Rents before proceeding with the purchase of the property.

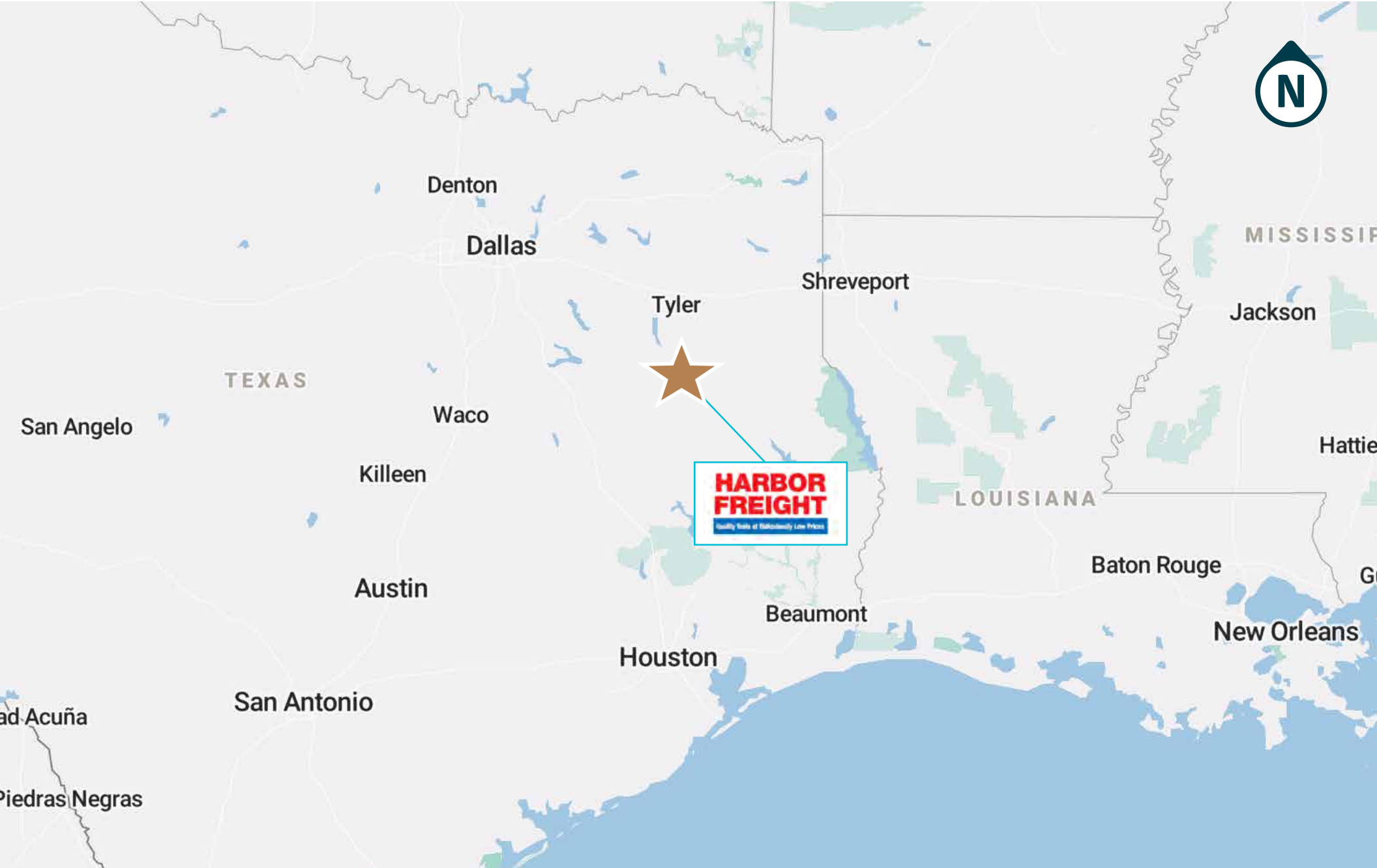
Property Overview

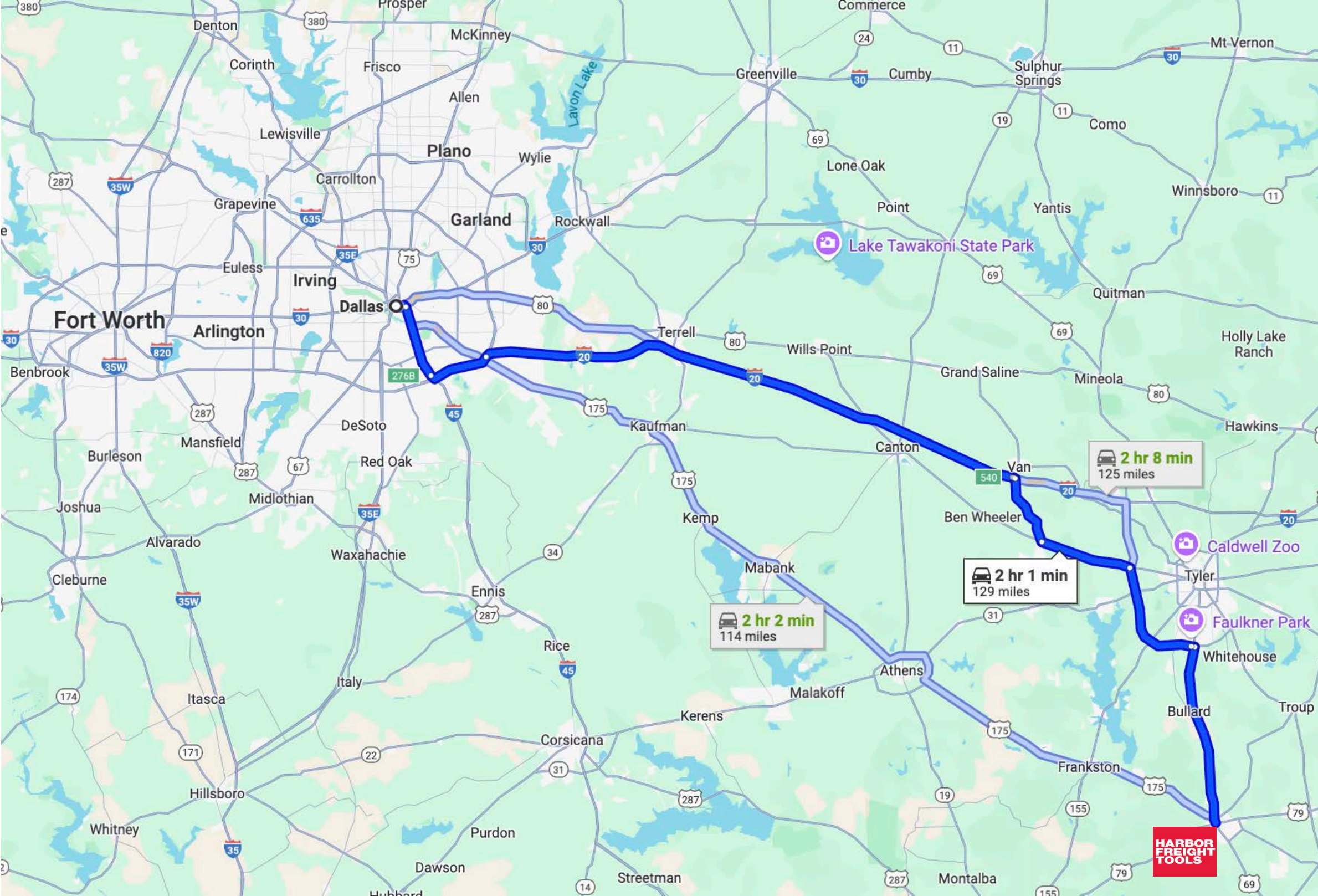


Actual Site Photo

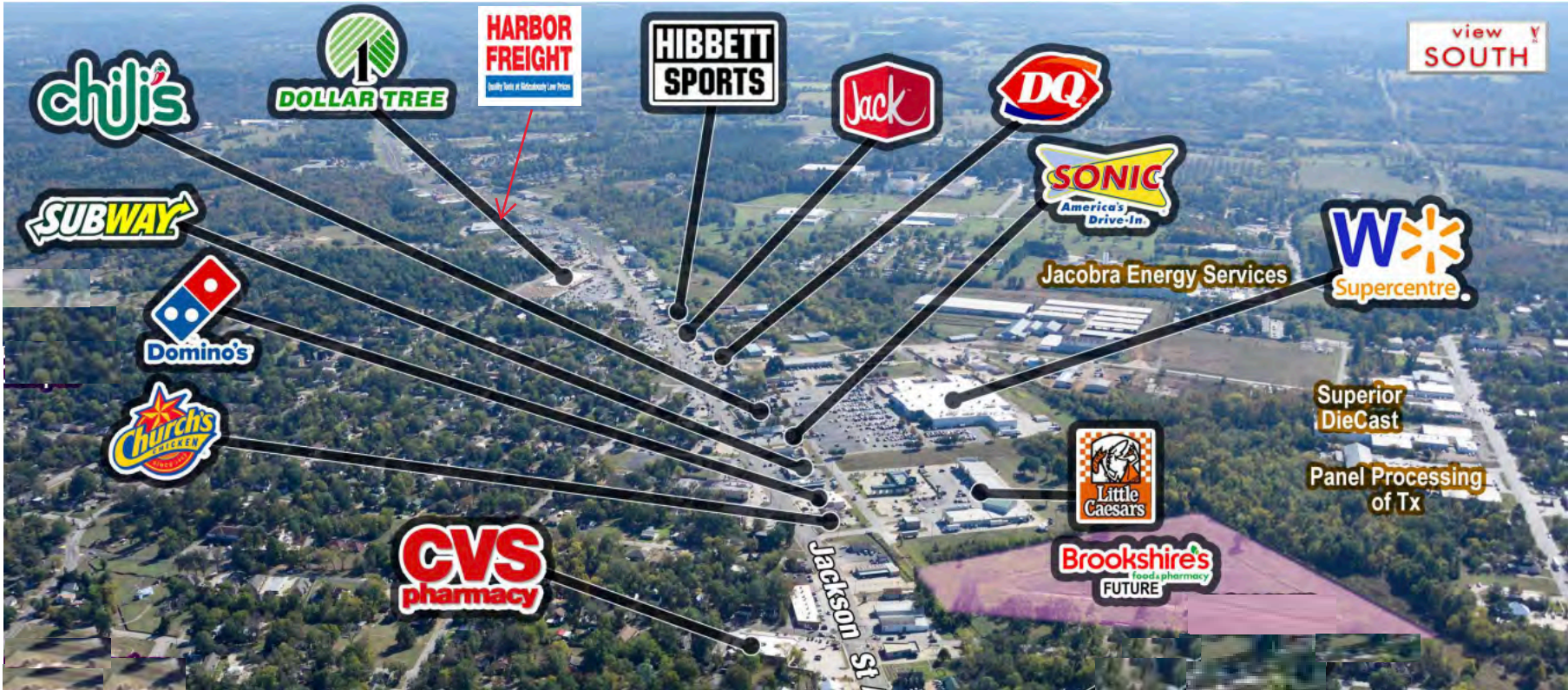
REGIONAL LOCATION MAP

Property Overview



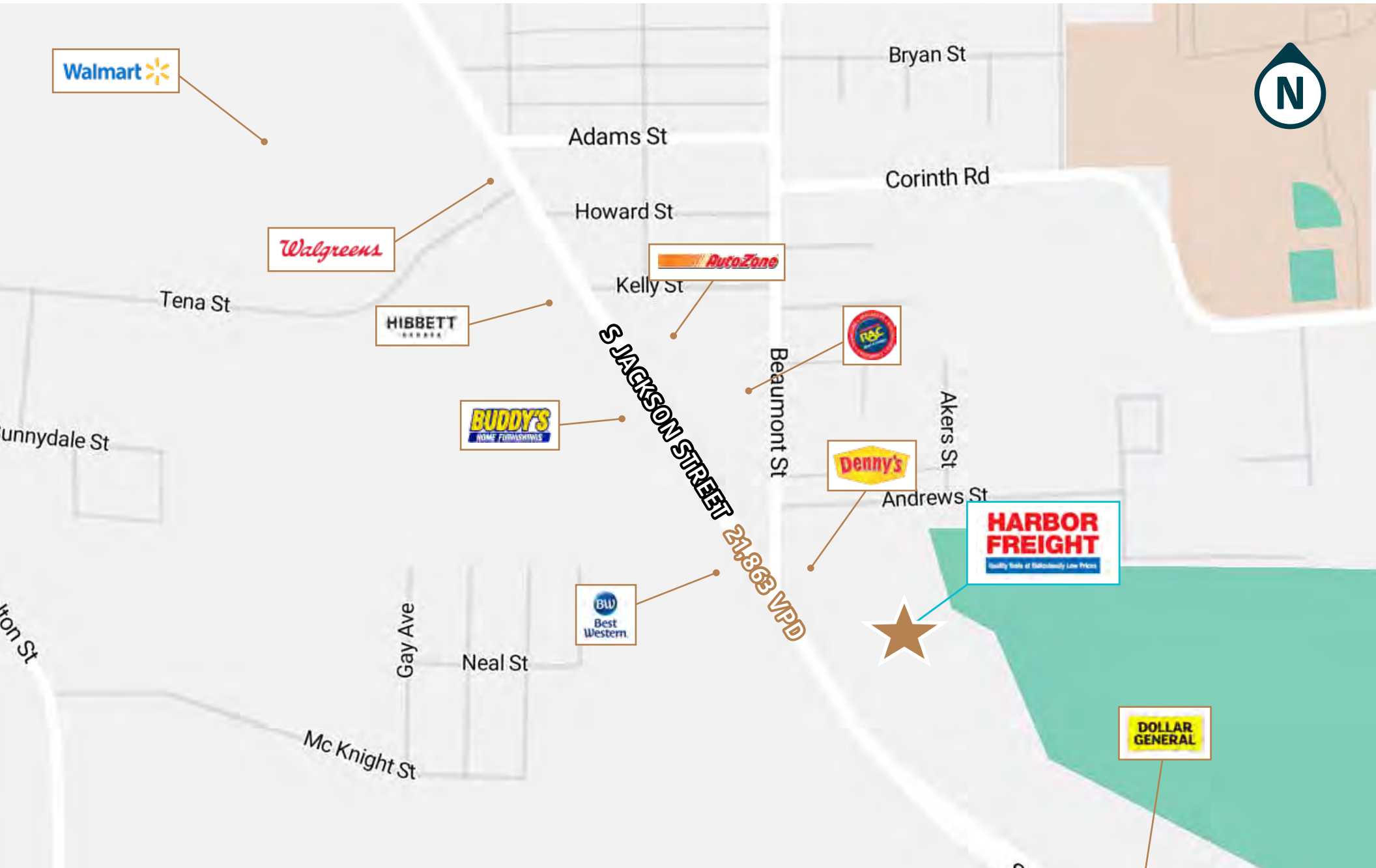


Tenant location is approximate and not to scale.



RETAIL MAP

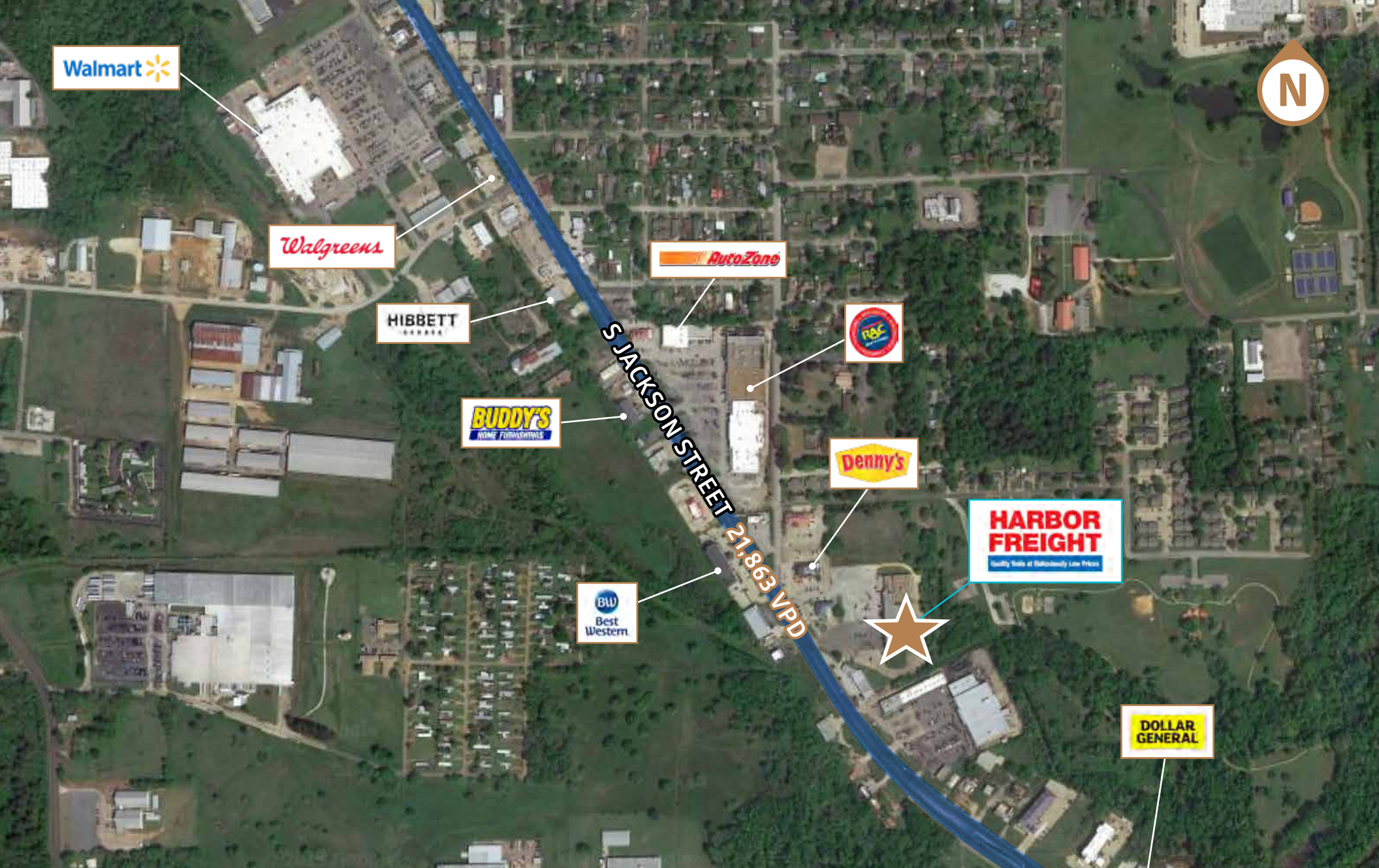
Property Overview



Tenant location is approximate and not to scale.

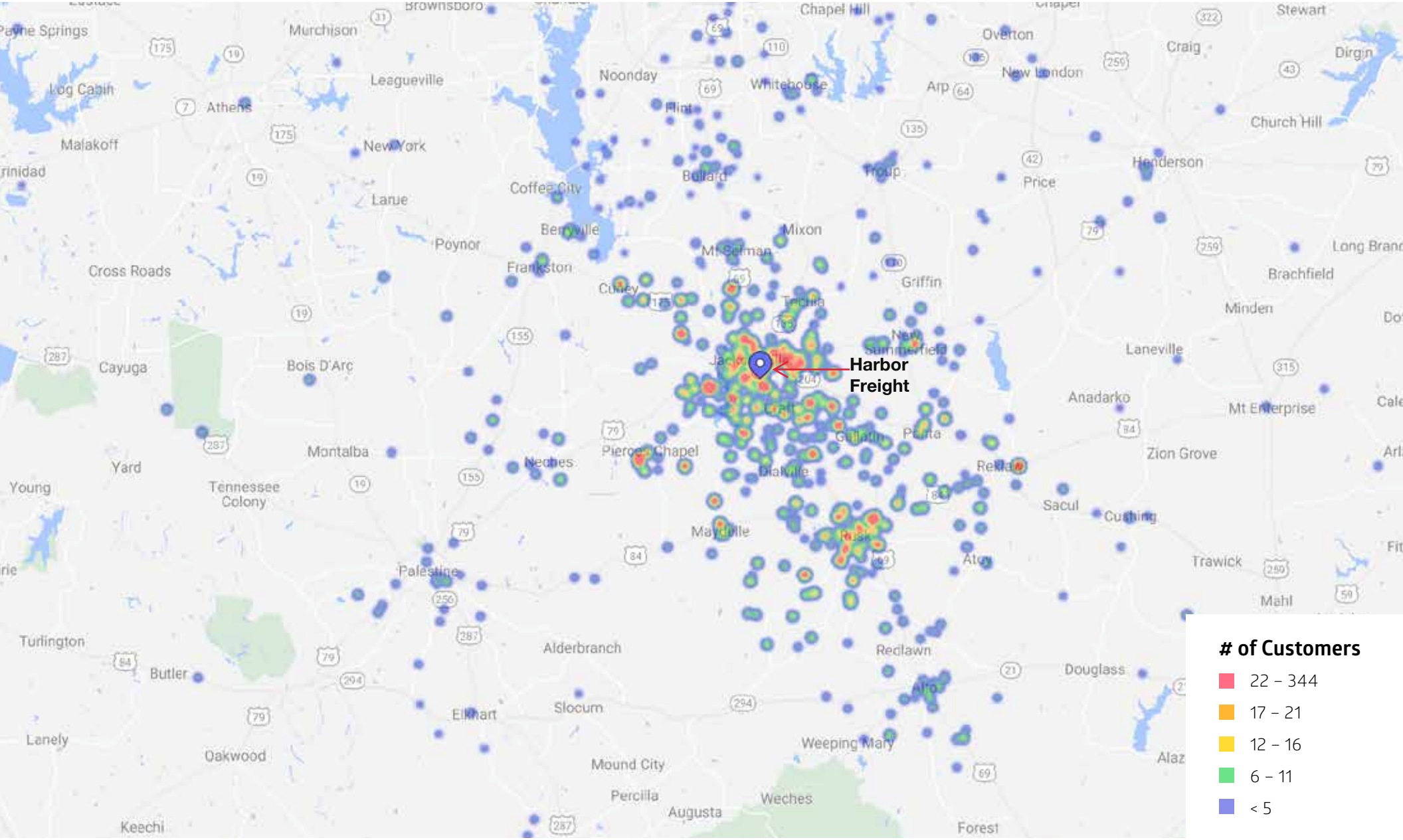
RETAIL MAP

Property Overview



It is the responsibility of a prospective investor to independently confirm the accuracy of the traffic and tenant location data as referenced in the aerial above before proceeding with the purchase of the property.

TRUE TRADE AREA MAP



Location of Actual Customers Over a 12-month Period

PROPERTY VIEW – WEST FACING

Property Overview



S JACKSON STREET 21,863 VPD



DOLLAR GENERAL

HARBOR FREIGHT
Quality Tools at Remarkably Low Prices

BW
Best Western

Denny's

BUDDY'S
HOME FURNISHINGS



SITE PLAN

Property Overview

Part of Jose Pineda East Four League Grant, Abstract No. 41, Cherokee County, Texas



LEGAL DESCRIPTION

BEING 1.924 ACRES IN THE JOSE PINEDA EAST FOUR LEAGUE GRANT ABSTRACT 41, CHEROKEE COUNTY TEXAS, BEING ALL OF THAT CALLED 1.924 ACRES FROM SPECIALTY RETAILERS, INC. TO SPECIALTY RETAILERS (TX) LP RECORDED ON DECEMBER 17, 2001 IN VOLUME 1536, PAGE 873 OF THE OFFICIAL RECORDS OF CHEROKEE COUNTY, TEXAS (HEREINAFTER CALLED "RECORD TRACT"). BEARINGS ARE BASED ON THE DEED CALL OF NORTH 64°30'07" WEST ALONG THE SOUTH LINE OF SAID RECORD TRACT.

BEGINNING AT A 3/8" STEEL ROD IN THE EAST LINE OF U.S. HIGHWAY 69 (JACKSON STREET) FOUND FOR THE SOUTHWEST CORNER OF SAID RECORD TRACT;
 THENCE North 31°29'19" West, 50.00 FEET TO AN "X" IN CONCRETE IN THE EAST LINE OF SAID HIGHWAY, FOUND FOR THE NORTHWEST CORNER OF SAID RECORD TRACT;
 THENCE North 58°40'22" East, 145.11 FEET TO A 3/8" STEEL ROD WITH A PLASTIC CAP MARKED MATABO, SET FOR CORNER OF SAID RECORD TRACT;
 THENCE North 86°52'52" East, 216.88 FEET TO AN "X" SCRIBED IN CONCRETE FOR CORNER OF SAID RECORD TRACT;
 THENCE North 01°37'29" West, 4.95 FEET TO AN "X" IN CONCRETE FOUND FOR CORNER OF SAID RECORD TRACT;
 THENCE North 86°33'37" East, 210.01 FEET TO A 5/8" STEEL ROD FOUND FOR THE NORTHEAST CORNER OF SAID RECORD TRACT;
 THENCE South 02°09'11" East, 140.13 FEET TO A 1/2" IRON PIPE FOUND FOR THE MOST EASTERLY SOUTHEAST CORNER OF SAID RECORD TRACT;
 THENCE South 89°55'46" West, 229.85 FEET TO A MAG NAIL IN ASPHALT FOUND FOR AN "ELL" CORNER OF SAID RECORD TRACT;
 THENCE South 03°04'53" East, 69.86 FEET TO A MAG NAIL IN ASPHALT FOUND FOR CORNER OF SAID RECORD TRACT;
 THENCE South 23°04'00" West, 48.38 FEET TO A POINT FOR CORNER OF SAID RECORD TRACT, FROM WHICH A 3/8" STEEL ROD FOUND FOR REFERENCE IS SOUTH 64°30'07" EAST 145.11 FEET;
 THENCE North 64°30'07" West, 282.55 FEET TO THE PLACE OF BEGINNING, CONTAINING WITHIN THESE CALLS 1.924 ACRES OF LAND.

NOTES

- Bearings are based on recorded deed call of North 64°30'07" West along the South line of said 1.924 acres.
- PER THE CITY OF JACKSONVILLE THERE ARE CITY WATER LINES LOCATED ALONG THE EAST LINE OF JACKSON STREET
- There may be Buried Utilities not located by 811
- SURVEYOR DID NOT ABSTRACT TRACTS FOR OWNERSHIP OR EASEMENT.
- THERE IS 50 FEET OF JACKSON STREET ROAD FRONTAGE WITH A 41.5 FEET DIRECT ENTRANCE. THERE IS ALSO ACCESS FROM ADJOINING PROPERTIES COMMON AREAS (PARKING LOTS)
- THERE ARE NO VISIBLE AND APPARENT ENCROACHMENTS EXCEPT AS SHOWN HEREON

Chicago Title Insurance Company
 Commission No. 000004001216
 Schedule B Exclusions
 Effective Date: September 6, 2019

6. All terms, conditions, provisions, easements, reservations, covenants, zoning ordinances, set back lines, and/or dedication of roads, if any, as recorded in Volume 863, Page 789, Official Records, Cherokee County, Texas, (blanket in nature).

7. All terms, conditions, and provisions of that certain Easement from GSV Properties, Hayden Brown, 3 Best Brothers J, Inc., First National Bank of Jacksonville, Texas, and Plaza Systems, Inc. to Golden Core Corporation, dated March 5, 1985, recorded in Volume 940, Page 636, Official Records of Cherokee County, Texas, (blanket in nature).

8. All oil, gas and other minerals and royalties of every kind and character, together with all rights, privileges and interests relating thereto as set out in Instrument from Mrs. Little Moore to D.H. Harris dated February 8, 1947, recorded in Volume 298, Page 212, Official Records of Cherokee County, Texas. The Company makes no representation as to the present ownership of this interest. (TITLE TO SAID INTEREST NOT CHECKED SUBSEQUENT TO DATE OF INSTRUMENT) (not a survey matter)

9. If any portion of the proposed loan and/or the Owner's Title Policy coverage amount includes funds for immediately contemplated improvements, the following exceptions will appear in Schedule B of any policy performed or materials furnished in connection with improvements placed, or to be placed, upon the subject land. However, the Company does issue the insured against loss, if any, sustained by the insured under this policy if such liens have been filed with the County Clerk of County, Texas, prior to the date hereof.

Owner Policy(ies) Only: Liability hereunder of the date hereof is limited to \$ 0.00. Liability shall increase as contemplated improvements are made, so that any loss payable hereunder shall be limited to said sum plus the amount actually expended by the insured in improvements at the time the loss occurs. Any expenditures made for improvements subsequent to the date of this policy, will be deemed made as of the date of this policy, in no event shall the liability of the Company hereunder exceed the face amount of this policy. Nothing contained in this paragraph shall be construed as limiting any exception or any printed provision of this policy.

Loan Policy(ies) Only: Funding disbursement of the full proceeds of the loan secured by the lien instrument set forth under Schedule A hereof, this policy insures only to the extent of the amount actually disbursed, but increase as each disbursement is made in good faith and without knowledge of any defect in, or objection to, the title up to the face amount of the policy. Nothing contained in this paragraph shall be construed as limiting any exception under Schedule B, or any printed provision of this policy.

10. All leases, grants, exceptions or reservations of coal, lignite, oil, gas and other minerals, together with all rights, privileges, and immunities relating thereto, appearing in the Public Records whether listed or not listed, (not a survey matter).

11. All terms, conditions, and provisions of that certain Easement agreement for utilities from Specialty Retailers, Inc. to The City of Jacksonville, Texas in instrument dated September 5, 2019, recorded in Volume 2509, Page 450, Official Records of Cherokee County, Texas, (blanket in nature)

Zoning Verification
 (October 7, 2019)
 1712 South Jackson Street
 Jacksonville Tx, 75766

Zoning Classification: G - Commercial
 Setback Requirements: Front 15 Feet
 Side 0 setback
 Rear 0 setback
 Maximum Building Height: 45 Feet
 Parking Requirements: 1 Space/200 square feet sales floor area

REGULAR PARKING: 83 SPACES
 HANDICAPPED PARKING: 2 SPACES

1712 South Jackson Street
 Jacksonville Texas 75766

FLOODPLAIN STATEMENT

THE SUBJECT TRACT IS WITHIN ZONE "X" AREAS DETERMINED TO BE WITHIN THE 2% ANNUAL FLOOD CHANCE ACCORDING TO FIRM (FLOOD INSURANCE RATE MAP) MAP NO. 48073C0285 D EFFECTIVE DATE JANUARY 6, 2011.

SITE MAP NOT TO SCALE



Prepared By:
 Matabo Surveying, Inc.
 695 County Road 4504
 Jacksonville, Texas 75766
 Firm No. 10193882
 Phone: (903) 617-9044
 Fax: (903) 361-0459
 matt@matabosurveying.com

CERTIFICATION

TO: LUCURM Jacksonville, LLC
 Chicago Title Insurance Company
 Western United Life Insurance Company
 Specialty Retailers, Inc.

THIS IS TO CERTIFY THAT THIS MAP OR PLAT AND THE SURVEY ON WHICH IT IS BASED WERE MADE IN ACCORDANCE WITH THE 2016 MINIMUM STANDARDS DETAIL REQUIREMENTS FOR ALTA SURVEYS LAND TITLE SURVEYS, JOINTLY ESTABLISHED AND ADOPTED BY ALTA AND NSPS, AND INCLUDES ITEMS 1.2.3.4.6a.6b.7.a.8.9.13.a.16. OF TABLE A THEREOF. THE FIELDWORK WAS COMPLETED ON OCTOBER 11, 2019.

DATE OF PLAT

Matt Hunt
 October 11, 2019
 Registered Professional Land Surveyor No. 6398



JACKSONVILLE MARKET HIGHLIGHTS

Market Overview

MAJOR INDUSTRIES & ECONOMIC DRIVERS

Jacksonville is a city located in Cherokee County, Texas, United States. It is the principal city of the Jacksonville Metropolitan Statistical Area, which includes all of Cherokee County, and part of the larger Tyler–Jacksonville combined statistical area.

Jacksonville is located in an area of rolling hills in East Texas, north of the county seat, Rusk, and south of Tyler, in neighboring Smith County, on U.S. Highway 69. The north-south Highway 69 intersects the east-west U.S. Highway 79 adjacent to the city's downtown area.

Area production and shipping of tomatoes gained the town the title "Tomato Capital of the World". The impressive red iron ore rock Tomato Bowl, built by Works Progress Administration workers during the Great Depression, is home to the Jacksonville High School "Fightin' Indians" football and soccer teams. Annual events include the "Tops in Texas Rodeo" held in May and the "Tomato Fest" celebration in June.





Demographic and Income Profile

1712 S Jackson St, Jacksonville, Texas, 75766 2
 1712 S Jackson St, Jacksonville, Texas, 75766
 Ring: 5 mile radius

Prepared by Esri
 Latitude: 31.94481
 Longitude: -95.25747

Summary	Census 2010	Census 2020	2023	2028
Population	19,851	19,365	19,232	18,941
Households	6,980	7,013	7,022	7,000
Families	4,917	4,865	4,805	4,790
Average Household Size	2.73	2.73	2.71	2.67
Owner Occupied Housing Units	4,471	4,480	4,637	4,612
Renter Occupied Housing Units	2,509	2,533	2,385	2,388
Median Age	33.6	36.3	35.8	36.3

Trends: 2023-2028 Annual Rate	Area	State	National
Population	-0.30%	0.97%	0.30%
Households	-0.06%	1.15%	0.49%
Families	-0.06%	1.16%	0.44%
Owner HHs	-0.11%	1.38%	0.66%
Median Household Income	1.66%	2.56%	2.57%

Households by Income	2023		2028	
	Number	Percent	Number	Percent
<\$15,000	969	13.8%	894	12.8%
\$15,000 - \$24,999	766	10.9%	680	9.7%
\$25,000 - \$34,999	816	11.6%	700	10.0%
\$35,000 - \$49,999	857	12.2%	840	12.0%
\$50,000 - \$74,999	1,299	18.5%	1,261	18.0%
\$75,000 - \$99,999	633	9.0%	672	9.6%
\$100,000 - \$149,999	1,264	18.0%	1,468	21.0%
\$150,000 - \$199,999	265	3.8%	321	4.6%
\$200,000+	152	2.2%	166	2.4%

Median Household Income	\$51,327	\$55,727
Average Household Income	\$69,257	\$77,093
Per Capita Income	\$25,266	\$28,467

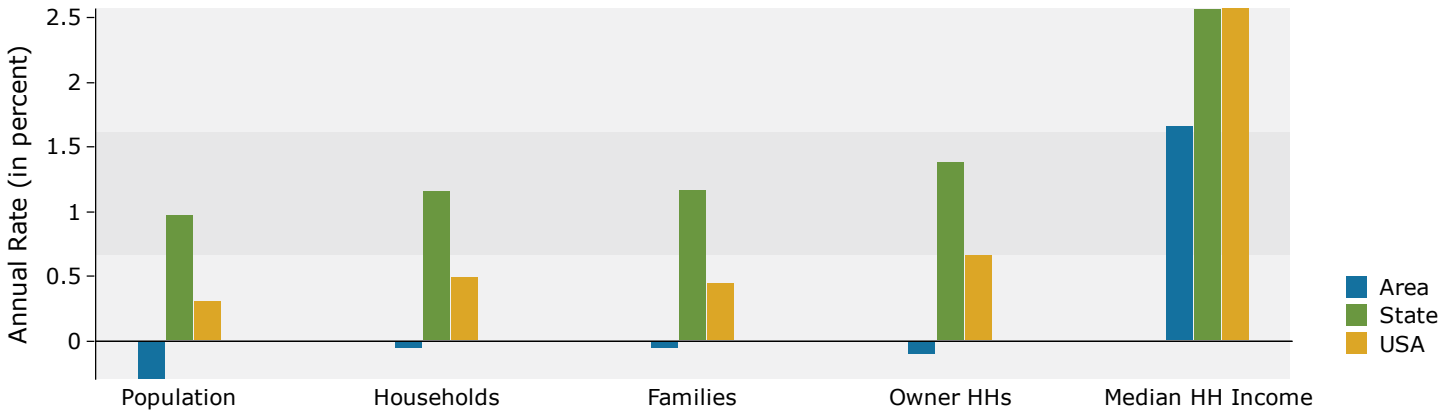
Population by Age	Census 2010		Census 2020		2023		2028	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent
0 - 4	1,649	8.3%	1,534	7.9%	1,453	7.6%	1,445	7.6%
5 - 9	1,583	8.0%	1,423	7.3%	1,469	7.6%	1,430	7.5%
10 - 14	1,495	7.5%	1,442	7.4%	1,419	7.4%	1,433	7.6%
15 - 19	1,741	8.8%	1,407	7.3%	1,280	6.7%	1,285	6.8%
20 - 24	1,383	7.0%	1,277	6.6%	1,202	6.3%	1,155	6.1%
25 - 34	2,397	12.1%	2,310	11.9%	2,619	13.6%	2,395	12.6%
35 - 44	2,207	11.1%	2,196	11.3%	2,269	11.8%	2,329	12.3%
45 - 54	2,334	11.8%	2,167	11.2%	1,905	9.9%	2,018	10.7%
55 - 64	2,117	10.7%	2,315	12.0%	2,121	11.0%	1,870	9.9%
65 - 74	1,470	7.4%	1,886	9.7%	1,942	10.1%	1,863	9.8%
75 - 84	994	5.0%	1,010	5.2%	1,101	5.7%	1,239	6.5%
85+	483	2.4%	397	2.1%	451	2.3%	479	2.5%

Race and Ethnicity	Census 2010		Census 2020		2023		2028	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent
White Alone	12,040	60.6%	9,707	50.1%	9,277	48.2%	8,617	45.5%
Black Alone	3,478	17.5%	2,975	15.4%	3,102	16.1%	3,195	16.9%
American Indian Alone	150	0.8%	269	1.4%	273	1.4%	286	1.5%
Asian Alone	142	0.7%	129	0.7%	141	0.7%	154	0.8%
Pacific Islander Alone	7	0.0%	8	0.0%	8	0.0%	8	0.0%
Some Other Race Alone	3,570	18.0%	3,796	19.6%	3,907	20.3%	4,085	21.6%
Two or More Races	465	2.3%	2,481	12.8%	2,525	13.1%	2,596	13.7%
Hispanic Origin (Any Race)	6,055	30.5%	7,042	36.4%	7,194	37.4%	7,347	38.8%

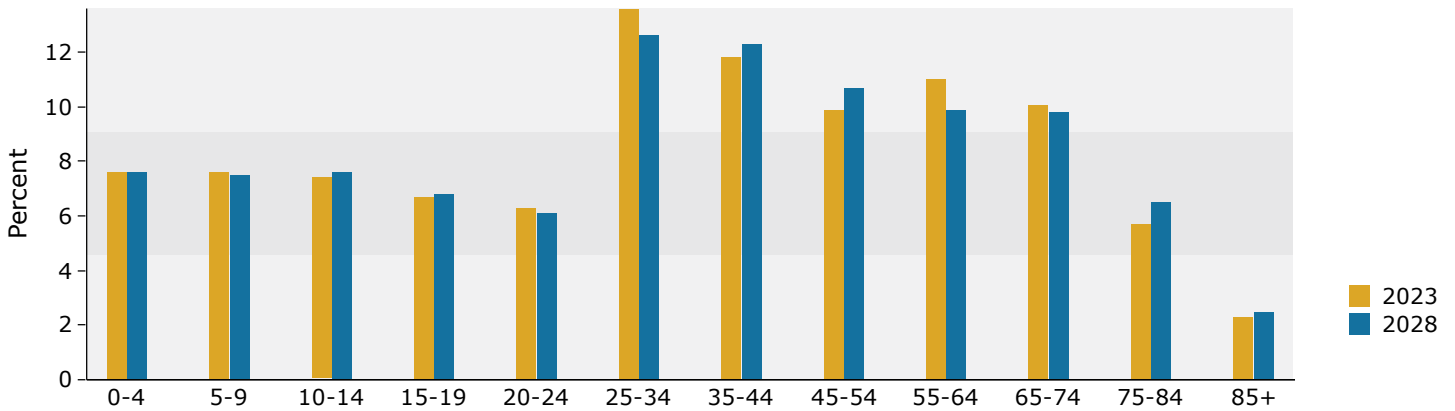
Data Note: Income is expressed in current dollars.

Source: Esri forecasts for 2023 and 2028. U.S. Census Bureau 2020 decennial Census in 2020 geographies.

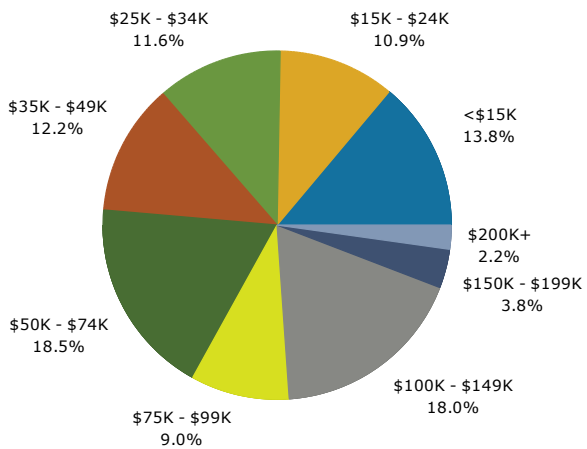
Trends 2023-2028



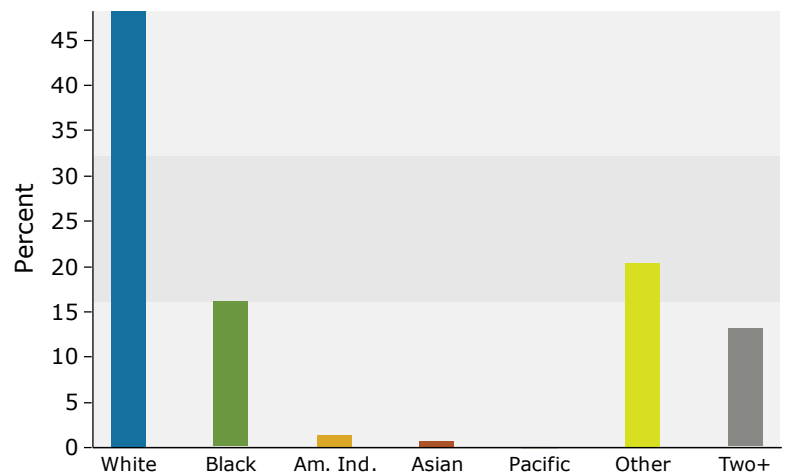
Population by Age



2023 Household Income



2023 Population by Race



2023 Percent Hispanic Origin: 37.4%

Source: Esri forecasts for 2023 and 2028. U.S. Census Bureau 2020 decennial Census in 2020 geographies.



Demographic and Income Profile

1712 S Jackson St, Jacksonville, Texas, 75766 2
 1712 S Jackson St, Jacksonville, Texas, 75766
 Ring: 10 mile radius

Prepared by Esri
 Latitude: 31.94481
 Longitude: -95.25747

Summary	Census 2010	Census 2020	2023	2028
Population	28,007	27,466	27,372	27,056
Households	9,992	10,043	10,113	10,120
Families	7,170	7,082	7,063	7,068
Average Household Size	2.71	2.70	2.67	2.64
Owner Occupied Housing Units	6,866	6,899	7,070	7,087
Renter Occupied Housing Units	3,126	3,144	3,043	3,034
Median Age	35.2	37.8	37.4	38.0

Trends: 2023-2028 Annual Rate	Area	State	National
Population	-0.23%	0.97%	0.30%
Households	0.01%	1.15%	0.49%
Families	0.01%	1.16%	0.44%
Owner HHs	0.05%	1.38%	0.66%
Median Household Income	2.00%	2.56%	2.57%

Households by Income	2023		2028	
	Number	Percent	Number	Percent
<\$15,000	1,266	12.5%	1,167	11.5%
\$15,000 - \$24,999	1,089	10.8%	953	9.4%
\$25,000 - \$34,999	1,096	10.8%	931	9.2%
\$35,000 - \$49,999	1,288	12.7%	1,238	12.2%
\$50,000 - \$74,999	1,840	18.2%	1,780	17.6%
\$75,000 - \$99,999	1,032	10.2%	1,080	10.7%
\$100,000 - \$149,999	1,811	17.9%	2,144	21.2%
\$150,000 - \$199,999	456	4.5%	565	5.6%
\$200,000+	236	2.3%	261	2.6%

Median Household Income	\$53,039	\$58,545
Average Household Income	\$71,803	\$80,407
Per Capita Income	\$26,310	\$29,816

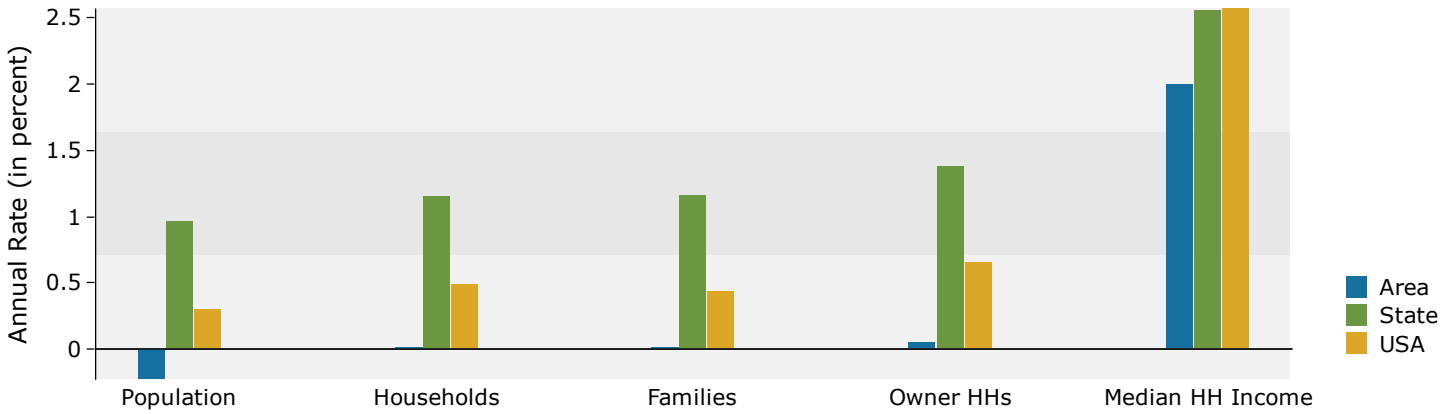
Population by Age	Census 2010		Census 2020		2023		2028	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent
0 - 4	2,216	7.9%	2,028	7.4%	1,940	7.1%	1,930	7.1%
5 - 9	2,160	7.7%	1,968	7.2%	2,010	7.3%	1,945	7.2%
10 - 14	2,083	7.4%	2,037	7.4%	1,970	7.2%	2,023	7.5%
15 - 19	2,334	8.3%	1,912	7.0%	1,721	6.3%	1,796	6.6%
20 - 24	1,851	6.6%	1,673	6.1%	1,614	5.9%	1,511	5.6%
25 - 34	3,305	11.8%	3,229	11.8%	3,658	13.4%	3,272	12.1%
35 - 44	3,170	11.3%	3,109	11.3%	3,246	11.9%	3,355	12.4%
45 - 54	3,474	12.4%	3,170	11.5%	2,827	10.3%	2,969	11.0%
55 - 64	3,222	11.5%	3,425	12.5%	3,203	11.7%	2,828	10.5%
65 - 74	2,217	7.9%	2,875	10.5%	3,020	11.0%	2,914	10.8%
75 - 84	1,373	4.9%	1,489	5.4%	1,593	5.8%	1,883	7.0%
85+	602	2.1%	549	2.0%	568	2.1%	630	2.3%

Race and Ethnicity	Census 2010		Census 2020		2023		2028	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent
White Alone	18,460	65.9%	15,552	56.6%	15,008	54.8%	14,117	52.2%
Black Alone	4,309	15.4%	3,621	13.2%	3,802	13.9%	3,952	14.6%
American Indian Alone	219	0.8%	315	1.1%	320	1.2%	336	1.2%
Asian Alone	167	0.6%	163	0.6%	178	0.7%	199	0.7%
Pacific Islander Alone	8	0.0%	11	0.0%	11	0.0%	11	0.0%
Some Other Race Alone	4,215	15.0%	4,514	16.4%	4,673	17.1%	4,925	18.2%
Two or More Races	630	2.2%	3,291	12.0%	3,381	12.4%	3,516	13.0%
Hispanic Origin (Any Race)	7,483	26.7%	8,618	31.4%	8,859	32.4%	9,113	33.7%

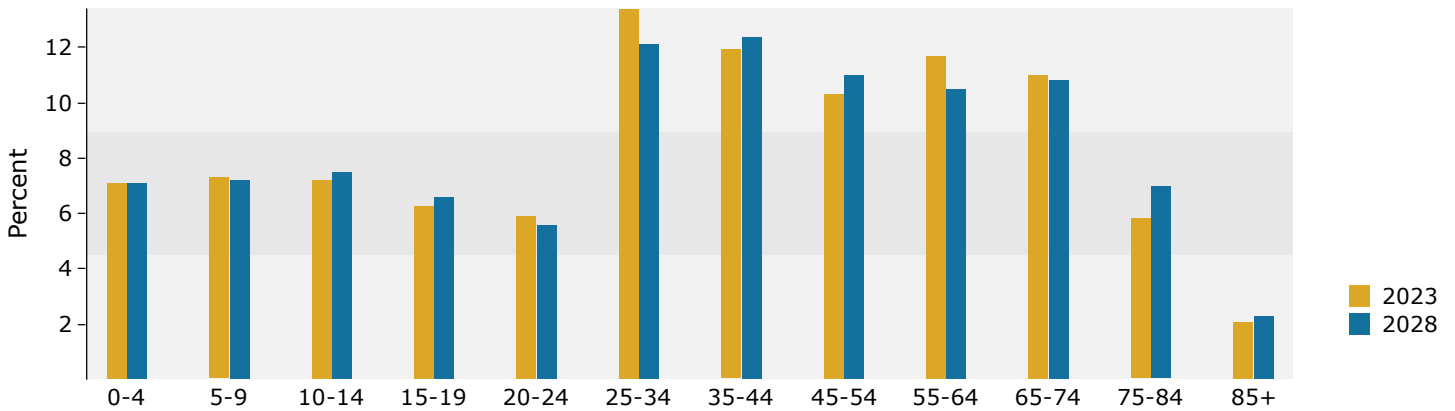
Data Note: Income is expressed in current dollars.

Source: Esri forecasts for 2023 and 2028. U.S. Census Bureau 2020 decennial Census in 2020 geographies.

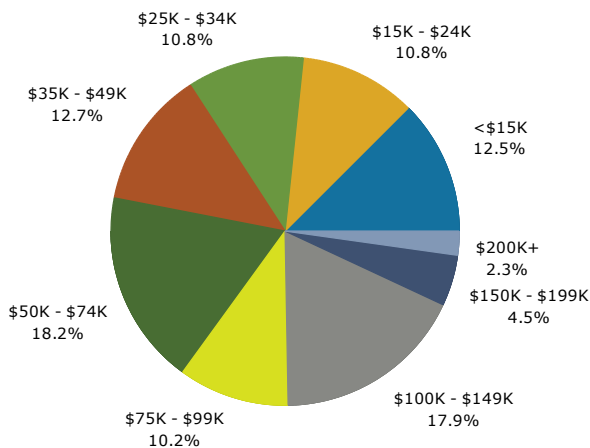
Trends 2023-2028



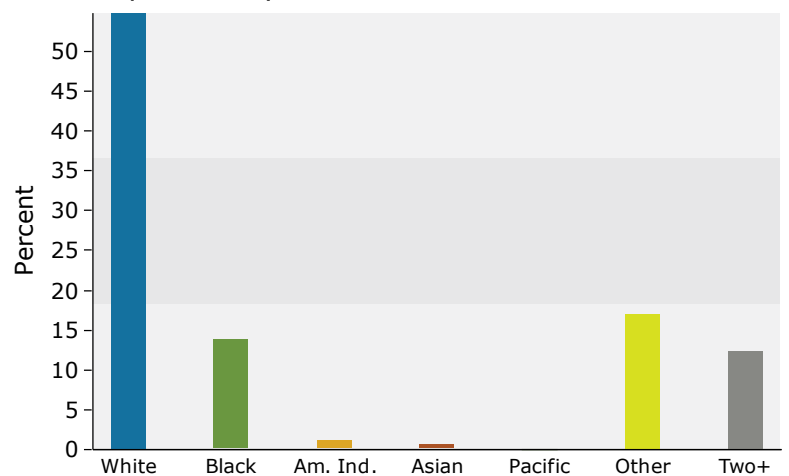
Population by Age



2023 Household Income



2023 Population by Race



2023 Percent Hispanic Origin: 32.4%

Source: Esri forecasts for 2023 and 2028. U.S. Census Bureau 2020 decennial Census in 2020 geographies.



Demographic and Income Profile

1712 S Jackson St, Jacksonville, Texas, 75766 2
 1712 S Jackson St, Jacksonville, Texas, 75766
 Ring: 20 mile radius

Prepared by Esri
 Latitude: 31.94481
 Longitude: -95.25747

Summary	Census 2010	Census 2020	2023	2028
Population	86,357	90,643	93,248	95,100
Households	30,999	32,952	34,129	35,182
Families	23,118	24,252	24,882	25,658
Average Household Size	2.69	2.68	2.67	2.64
Owner Occupied Housing Units	23,851	25,036	26,763	27,735
Renter Occupied Housing Units	7,144	7,916	7,366	7,447
Median Age	37.8	39.8	39.7	40.5

Trends: 2023-2028 Annual Rate	Area	State	National
Population	0.39%	0.97%	0.30%
Households	0.61%	1.15%	0.49%
Families	0.62%	1.16%	0.44%
Owner HHs	0.72%	1.38%	0.66%
Median Household Income	2.92%	2.56%	2.57%

Households by Income	2023		2028	
	Number	Percent	Number	Percent
<\$15,000	2,831	8.3%	2,625	7.5%
\$15,000 - \$24,999	2,764	8.1%	2,363	6.7%
\$25,000 - \$34,999	2,699	7.9%	2,305	6.6%
\$35,000 - \$49,999	4,426	13.0%	4,131	11.7%
\$50,000 - \$74,999	6,285	18.4%	6,115	17.4%
\$75,000 - \$99,999	4,366	12.8%	4,565	13.0%
\$100,000 - \$149,999	6,538	19.2%	7,759	22.1%
\$150,000 - \$199,999	2,238	6.6%	2,921	8.3%
\$200,000+	1,982	5.8%	2,399	6.8%

Median Household Income	\$65,147	\$75,215
Average Household Income	\$89,975	\$101,989
Per Capita Income	\$33,089	\$37,903

Population by Age	Census 2010		Census 2020		2023		2028	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent
0 - 4	6,069	7.0%	5,720	6.3%	5,728	6.1%	5,800	6.1%
5 - 9	6,355	7.4%	6,159	6.8%	6,230	6.7%	6,153	6.5%
10 - 14	6,506	7.5%	6,660	7.3%	6,312	6.8%	6,654	7.0%
15 - 19	6,318	7.3%	6,278	6.9%	5,677	6.1%	5,930	6.2%
20 - 24	4,709	5.5%	4,701	5.2%	5,096	5.5%	4,685	4.9%
25 - 34	10,184	11.8%	10,424	11.5%	12,017	12.9%	11,328	11.9%
35 - 44	11,046	12.8%	11,187	12.3%	11,895	12.8%	12,468	13.1%
45 - 54	12,045	13.9%	10,970	12.1%	10,907	11.7%	11,424	12.0%
55 - 64	10,513	12.2%	11,953	13.2%	11,735	12.6%	10,955	11.5%
65 - 74	7,211	8.4%	9,964	11.0%	10,563	11.3%	10,891	11.5%
75 - 84	4,026	4.7%	5,015	5.5%	5,451	5.8%	6,808	7.2%
85+	1,377	1.6%	1,611	1.8%	1,638	1.8%	2,004	2.1%

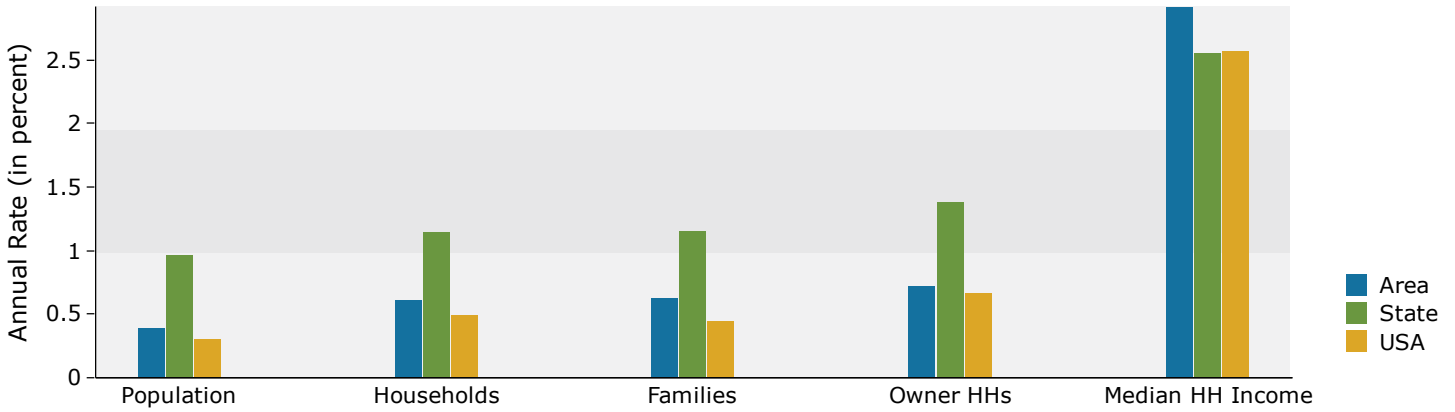
Race and Ethnicity	Census 2010		Census 2020		2023		2028	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent
White Alone	67,465	78.1%	64,438	71.1%	64,796	69.5%	63,836	67.1%
Black Alone	10,125	11.7%	9,512	10.5%	10,504	11.3%	11,596	12.2%
American Indian Alone	529	0.6%	696	0.8%	725	0.8%	779	0.8%
Asian Alone	598	0.7%	742	0.8%	864	0.9%	1,033	1.1%
Pacific Islander Alone	27	0.0%	34	0.0%	34	0.0%	36	0.0%
Some Other Race Alone	5,909	6.8%	7,296	8.0%	7,759	8.3%	8,403	8.8%
Two or More Races	1,703	2.0%	7,926	8.7%	8,566	9.2%	9,418	9.9%

Hispanic Origin (Any Race)	12,564	14.5%	15,297	16.9%	16,268	17.4%	17,307	18.2%
----------------------------	--------	-------	--------	-------	--------	-------	--------	-------

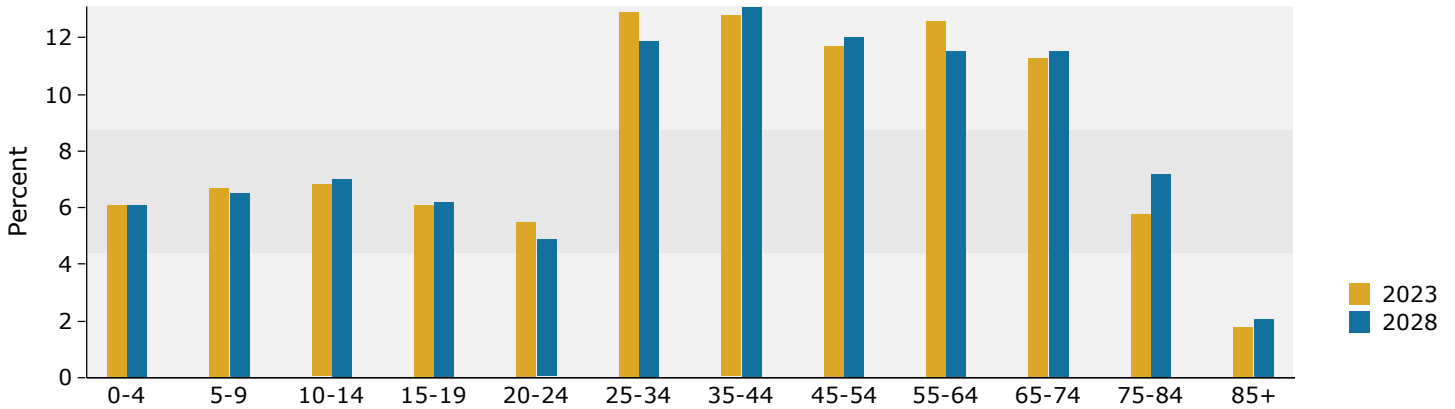
Data Note: Income is expressed in current dollars.

Source: Esri forecasts for 2023 and 2028. U.S. Census Bureau 2020 decennial Census in 2020 geographies.

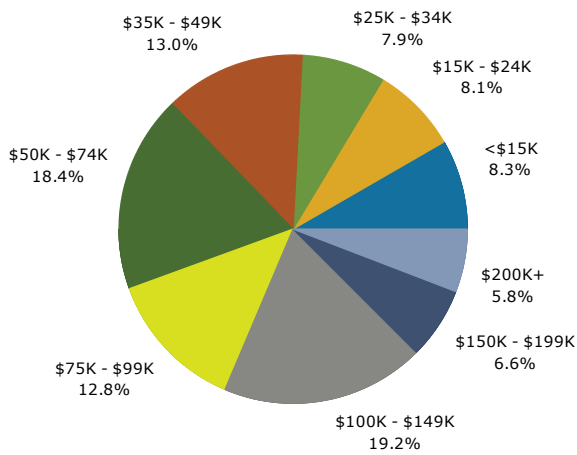
Trends 2023-2028



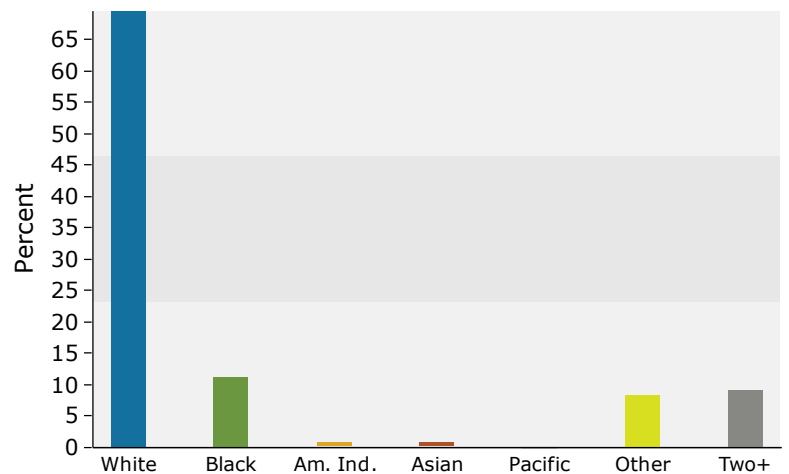
Population by Age



2023 Household Income



2023 Population by Race



2023 Percent Hispanic Origin: 17.4%

Source: Esri forecasts for 2023 and 2028. U.S. Census Bureau 2020 decennial Census in 2020 geographies.



Information About Brokerage Services

Texas law requires all real estate license holders to give the following information about brokerage services to prospective buyers, tenants, sellers and landlords.

11-2-2015



TYPES OF REAL ESTATE LICENSE HOLDERS:

- **A BROKER** is responsible for all brokerage activities, including acts performed by sales agents sponsored by the broker.
- **A SALES AGENT** must be sponsored by a broker and works with clients on behalf of the broker.

A BROKER'S MINIMUM DUTIES REQUIRED BY LAW (A client is the person or party that the broker represents):

- Put the interests of the client above all others, including the broker's own interests;
- Inform the client of any material information about the property or transaction received by the broker;
- Answer the client's questions and present any offer to or counter-offer from the client; and
- Treat all parties to a real estate transaction honestly and fairly.

A LICENSE HOLDER CAN REPRESENT A PARTY IN A REAL ESTATE TRANSACTION:

AS AGENT FOR OWNER (SELLER/LANDLORD): The broker becomes the property owner's agent through an agreement with the owner, usually in a written listing to sell or property management agreement. An owner's agent must perform the broker's minimum duties above and must inform the owner of any material information about the property or transaction known by the agent, including information disclosed to the agent or subagent by the buyer or buyer's agent.

AS AGENT FOR BUYER/TENANT: The broker becomes the buyer/tenant's agent by agreeing to represent the buyer, usually through a written representation agreement. A buyer's agent must perform the broker's minimum duties above and must inform the buyer of any material information about the property or transaction known by the agent, including information disclosed to the agent by the seller or seller's agent.

AS AGENT FOR BOTH - INTERMEDIARY: To act as an intermediary between the parties the broker must first obtain the written agreement of *each party* to the transaction. The written agreement must state who will pay the broker and, in conspicuous bold or underlined print, set forth the broker's obligations as an intermediary. A broker who acts as an intermediary:

- Must treat all parties to the transaction impartially and fairly;
- May, with the parties' written consent, appoint a different license holder associated with the broker to each party (owner and buyer) to communicate with, provide opinions and advice to, and carry out the instructions of each party to the transaction.
- Must not, unless specifically authorized in writing to do so by the party, disclose:
 - that the owner will accept a price less than the written asking price;
 - that the buyer/tenant will pay a price greater than the price submitted in a written offer; and
 - any confidential information or any other information that a party specifically instructs the broker in writing not to disclose, unless required to do so by law.

AS SUBAGENT: A license holder acts as a subagent when aiding a buyer in a transaction without an agreement to represent the buyer. A subagent can assist the buyer but does not represent the buyer and must place the interests of the owner first.

TO AVOID DISPUTES, ALL AGREEMENTS BETWEEN YOU AND A BROKER SHOULD BE IN WRITING AND CLEARLY ESTABLISH:

- The broker's duties and responsibilities to you, and your obligations under the representation agreement.
- Who will pay the broker for services provided to you, when payment will be made and how the payment will be calculated.

LICENSE HOLDER CONTACT INFORMATION: This notice is being provided for information purposes. It does not create an obligation for you to use the broker's services. Please acknowledge receipt of this notice below and retain a copy for your records.

Dan Willis	00524638	dwillis@willisventures.com	415-531-1287
Licensed Broker / Broker Firm Name or Primary Assumed Business Name	License No.	Email	Phone
Dan Willis	00524638	dwillis@willisventures.com	415-531-1287
Designated Broker of Firm	License No.	Email	Phone
Dan Willis	00524638	dwillis@willisventures.com	415-531-1287
Licensed Supervisor of Sales Agent	License No.	Email	Phone

Buyer / Tenant / Seller / Landlord Initials Date

Regulated by the Texas Real Estate Commission Information available at www.trec.texas.gov
IABS 1-0